

Message Text

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ACTION ARA-10

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P 302105Z AUG 74

FM AMEMBASSY PORT AU PRINCE

TO USDOC WASHDC PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, HA

SUBJECT: FY 1975 COMMERCIAL ACTION PROGRAM

REF: (A) STATE A-4304, MAY 1, 1974

(B) STATE 153054, JUL 16, 1974

SUMMARY: FOLLOWING IS THE FY 1975 COMMERCIAL ACTION PROGRAM
(IN CHRONOLOGICAL ORDER) FOR HAITI. THE PROGRAM HAS BEEN
REVIEWD AND APPROVED BY THE COUNTRY TEAM TASK FORCE.

1. CAMPAIGN NO. 1: PORT-AU-PRINCE WATER SUPPLY SYSTEM
AND PORT EXPANSION PROJECTS; UPGRADING OF NATIONAL ROAD
NETWORK (MAJOR PROJECTS). ANNUAL MAN-DAY ALLOTMENTS:
FSO-5/D. GRANT...12MD; FSL-1/R. GUILLAUME...12MD.

ACTION ONE: BEGINNING IMMEDIATELY, GRANT AND GUILLAUME
WILL CALL ON OFFICIALS OF GOH WATER AGENCY RESPONSIBLE
FOR PORT-AU-PRINCE WATER SUPPLY PROJECT IN ORDER TO INSURE
MAXIMUM PARTICIPATION OF U.S. FIRMS. IF POSSIBLE, COPIES
OF PROJECT SPECIFICATION WILL BE OBTAINED.

ACTION TWO: BY OCTOBER 15, PREPARE TRADE LIST OF MAJOR
IMPORTERS AND DISTRIBUTORS OF WATER PIPE.

ACTION THREE: BY OCTOBER 1, GRANT WILL CALL ON DIRECTOR
OF BOARD OF DIRECTORS OF GOH PORT AUTHORITY, AND REPRE-
SENTATIVES OF TWO U.S. CONSULTANT FIRMS WORKING WITH
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PORT OFFICIALS, TO DETERMINE POSSIBILITIES FOR SALES OF

U.S. PRODUCTS IN CONJUNCTION WITH PORT-AU-PRINCE PORT EXPANSION PROJECT. ANY LEADS TO BE REPORTED AS TRADE OPPORTUNITY REPORTS.

2. CAMPAIGN NO. TWO: BUILDING AND CONSTRUCTION SUPPLIES AND EQUIPMENT (TARGET INDUSTRY).
ANNUAL MAN-DAY ALLOTMENTS: FSO-5/D. GRANT...20MD;
FSL-1/R. GUILLAUME...30MD.

ACTION ONE: BEGINNING IMMEDIATELY, GRANT AND GUILLAUME WILL CALL ON MAJOR IMPORTERS AND DISTRIBUTORS OF BUILDING AND CONSTRUCTION SUPPLIES AND EQUIPMENT; AND ON MAJOR CONSTRUCTION FIRMS. ANY LEADS DEVELOPED THROUGH THIS SURVEY WILL BE REPORTED AS TRADE OPPORTUNITY REPORTS.

ACTION TWO: BY DECEMBER 15, PREPARE LIST OF MAJOR IMPORTERS AND DISTRIBUTORS OF BUILDING AND CONSTRUCTION SUPPLIES AND EQUIPMENT, AND MAJOR CONSTRUCTION FIRMS.

ACTION THREE: THE AIDREP WILL INFORM THE COMMERCIAL OFFICER OF ANY POSSIBILITIES FOR SALES OF U.S. PRODUCTS AS A RESULT OF NORTH AND SOUTH ROAD PROJECTS.

ACTION FOUR: BY JANUARY 15, PREPARE A MARKET STUDY ON BUILDING AND CONSTRUCTION SUPPLIES AND EQUIPMENT.

3. CAMPAIGN NO. THREE: ENERGY SYSTEMS (TARGET INDUSTRY)
ANNUAL MAN-DAY ALLOTMENTS: FSO-5/D. GRANT...12MD;
FSL-1/R. GUILLAUME...12MD.

ACTION ONE: BEGINNING FEBRUARY 1, GRANT AND GUILLAUME WILL CALL ON DIRECTOR GENERAL OF ELECTRICITE D'HAITI, UNDP DIRECTOR, AND CANADIAN AID REPRESENTATIVE TO LEARN OF FUTURE PLANS IN POWER FIELD.

ACTION TWO: BEGINNING FEBRUARY 15, GRANT AND GUILLAUME WILL CALL ON IMPORTERS AND DISTRIBUTORS OF GASOLINE AND DIESEL-DRIVEN GENERATOR SETS, AND MAJOR CONSUMERS OF ELECTRIC POWER, TO INCLUDE LOCAL SUGAR AND FLOUR MILLS AND LOCAL STEEL FOUNDRY.

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ACTION THREE: BY MARCH 15, IF DEEMED USEFUL, PREPARE MARKET STUDY ON GASOLINE AND DIESEL-DRIVEN GENERATOR SETS.

ACTION FOUR: BY APRIL 15, GRANT WILL MAKE RECOMMENDATIONS TO DEPT AND EMBASSY SANTO DOMINGO ON ACTIONS WHICH MIGHT BE TAKEN TO UTILIZE THE TRADE MISSION ON ENERGY SOURCES SCHEDULED FOR THE D.R. NOV 1975 TO PROMOTE

SALES IN HAITI.

4. CAMPAIGN NO. FOUR: BUSINESS EQUIPMENT AND SYSTEMS
(TARGET INDUSTRY). ANNUAL MAN-DAY ALLOTMENTS: FSO-5/D.
GRANT...10MD; FSL-1/R. GUILLAUME...10MD.

ACTION ONE: BEGINNING APRIL 1, GRANT AND GUILLAUME WILL CALL
ON LOCAL BANKS, GOH AGENCIES, AND OTHER PRIVATE FIRMS. ANY
POSSIBILITIES FOR SALES OF U.S. BUSINESS EQUIPMENT WILL BE
SUBMITTED IMMEDIATELY AS TRADE OPPORTUNITY REPORTS.

ACTION TWO: BY MAY 15, PREPARE TRADE LIST OF MAJOR
IMPORTERS AND DISTRIBUTORS OF BUSINESS EQUIPMENT AND
SYSTEMS.

ACTION THREE: BY JUNE 1, IF DEEMED USEFUL, PREPARE MARKET
STUDY ON BUSINESS EQUIPMENT AND SYSTEMS.

5. CAMPAIGN NO. FIVE: GENERAL AND SURVEY.
ANNUAL MAN-DAY ALLOTMENTS: FSO-5/D. GRANT...10MD; FSL-1/R.
GUILLAUME...10MD.

ACTION ONE: BY FEBRUARY 1, PREPARE WITH THE ASSISTANCE OF
USIS, LIST OF RECIPIENTS OF FIRST ISSUE OF COMMERCIAL NEWS-
LETTER;

ACTION TWO: BY FEBRUARY 15, BEGIN PUBLICATION OF COM-
MERCIAL NEWSLETTER, WITH USIS ASSISTANCE.

ACTION THREE: BY MAY 1, GRANT AND GUILLAUME WILL IDENTIFY
THREE ADDITIONAL SECTORS OFFERING POSSIBILITIES FOR SALES
OF U.S. PRODUCTS, OBTAIN SUITABLE PROMOTIONAL MATERIALS AND
CATALOGS FROM COMMERCE AND/OR U.S. MANUFACTURERS, AND
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ORGANIZE CATALOG SHOW AT BI-NATIONAL CENTER.
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